Point Foundation
Balance Sheet
JANUARY 31, 1991

ASSETS

CURRENT ASSETS:	
Cash - WestAmerica Bank	9,109.33
Cash-Wells Fargo/Mill Valley	17,303.80
Petty Cash	145.77
Cash/WorkingAssetsMoneyFund	140,610.15
Cash-CCS Postal Acct	714.62
TOTAL CASH IN BANK	167,883.67
A/R - Distributor	34,537.81
A/R - Mailing List-Misc	6,860.73
A/R - The Well	3,731.42
A/R - Chronicle	4,950.00
A/R - Employee Kaiser	784.23
A/R - Employee	265.14
TOTAL ACCOUNTS RECEIVABLE	51,129.33
Inventory - WER	1,575.00
TOTAL INVENTORY	1,575.00
TOTAL CURRENT ASSETS	220,588.00
FIXED ASSETS:	
Furniture & Equipment	173,017.30
TOTAL FIXED ASSETS	173,017.30
Accumulated Depreciation(Cr)	-146,867.00
FIXED ASSETS (LESS DEPR.)	26,150.30
OTHER ASSETS:	
Investments: Zomeworks	30,000.10
Investments: The WELL	9,500.00
Deposits	375.00
Prepaid Taxes	3,490.09
Prepaid Expense	658.33
Suspense	385.46
TOTAL OTHER ASSETS	44,408.98
TOTAL ASSETS	291,147.28

Point Foundation
Balance Sheet
JANUARY 31, 1991

LIABILITIES & EQUITY

CURRENT LIABILITIES:	
A/P - Trade	17,061.07
A/P - Miscellaneous	6,135.64
A/P - Chronicle	420.00
Contracts Payable - Current	4,433.12
Taxes Payable - Other	450.00
Sub Advances - Current	581,274.70
TOTAL CURRENT LIABILITIES	609,774.53
LONG TERM LIABILITIES:	
Contract Payable - Long Term	6,072.96
NWEC/Random House L-TPayable	4,520.62
TOTAL LONG TERM LIABILITIES	10,593.58
TOTAL LIABILITIES	620,368.11
Fund Surplus Beginning	-352,709.63
INCREASE/(DECREASE) IN FUND	23,488.80
TOTAL LIABILITIES & EQUITY	291,147.28

Point Foundation
Income Statement
1 Month(s) Ended
JANUARY 31, 1991

INCOME STATEMENT

	Current Period Amount	%	Year To Date Amount	%
SALES & ROYALTY INCOME:				
Sales - Subscriptions	52,169.70	75.74	52,169.70	75.74
Sales - Back Issues	1,766.80	2.57	1,766.80	2.57
Sales - Direct Distribution	6,413.00	9.31	6,413.00	9.31
Sales - Postcards	92.38	0.13	92.38	0.13
Book Sales:	3,167.33	4.60	3,167.33	4.60
INCOME SUBTOTAL	63,609.21	92.35	63,609.21	92.35
OTHER INCOME:				
Chronicle Income	2,750.00	3.99	2,750.00	3.99
Unclassifieds	1,098.75	1.60	1,098.75	1.60
Contributions	447.00	0.65	447.00	0.65
Interest Income	973.45	1.41	973.45	1.41
TOTAL OTHER INCOME	5,269.20	7.65	5,269.20	7.65
TOTAL REVENUE	68,878.41	100.00	68,878.41	100.00
COST OF SALES:				
Circulation Pay:	-1,918.89	-2.79	-1,918.89	-2.79
Sub Fulfillment	-2,488.85	-3.61	-2,488.85	-3.61
Circulation Promo:	-2,227.01	-3.23	-2,227.01	-3.23
Credit Card Discount	-287.57	-0.42	-287.57	-0.42
Mailing List Fulfill	-383.74	-0.56	-383.74	-0.56
Editorial Pay:	-6,072.06	-8.82	-6,072.06	-8.82
Writers/Contributors	-850.00	-1.23	-850.00	-1.23
Misc Edit Expenses	-86.06	-0.12	-86.06	-0.12
Pre-Press	-418.50	-0.61	-418.50	-0.61
Research Pay:	-688.51	-1.00	-688.51	-1.00
Research Expense	-97.00	-0.14	-97.00	-0.14
Production Pay:	-7,461.95	-10.83	-7,461.95	-10.83
Outside Production Work	-580.90	-0.84	-580.90	-0.84
Production Supplies	-398.53	-0.58	-398.53	-0.58
Restoration Book Project:	-997.70	-1.45	-997.70	-1.45
Purchases - Books:	-170.73	-0.25	-170.73	-0.25
Book promo: salaries	-82.88	-0.12	-82.88	-0.12
Chronicle Expenses	-2,295.00	-3.33	-2,295.00	-3.33
TOTAL COST OF SALES	27,505.88	39.93	27,505.88	39.93
GROSS MARGIN	41,372.53	60.07	41,372.53	60.07
GENERAL & ADMINIST. EXPENSE:				
Office Pay:	-3,009.01	-4.37	-3,009.01	-4.37
Pub/Administrative Pay:	-2,364.51	-3.43	-2,364.51	-3.43
Executive Director Salary	-2,916.66	-4.23	-2,916.66	-4.23
Insurance:	-138.91	-0.20	-138.91	-0.20
Paid Vacation Expense	-102.00	-0.15	-102.00	-0.15
Taxes - Payroll	-2,104.38	-3.06	-2,104.38	-3.06
Office/Computer Supplies	-486.92	-0.71	-486.92	-0.71
Equip Rent/Maint/Spls	-441.17	-0.64	-441.17	-0.64
Telephone	-1,028.91	-1.49	-1,028.91	-1.49

Point Foundation
Income Statement
1 Month(s) Ended
JANUARY 31, 1991

	Current Period Amount	%	Year To Date Amount	%
Postage	-727.84	-1.06	-727.84	-1.06
Fax fees	-1.00	0.00	-1.00	0.00
Rent + Bldg Maint:	-3,624.30	-5.26	-3,624.30	-5.26
Utilities	14.10	0.02	14.10	0.02
Legal/Profsl/Copyright	-196.35	-0.29	-196.35	-0.29
Interest + Penalties	-134.45	-0.20	-134.45	-0.20
Bank Service Fees	-32.00	-0.05	-32.00	-0.05
Misc Pub/Admin Expenses	-124.00	-0.18	-124.00	-0.18
Misc Expense	-465.42	-0.68	-465.42	-0.68
TOTAL GEN. & ADMIN. EXPENSE	17,883.73	25.96	17,883.73	25.96
CHANGE IN FUND BALANCE	23,488.80	34.10	23,488.80	34.10

Month Status Report
Point Foundation
Today's Date: 05/15/91

	Month Name	Status
1.	JANUARY	OPEN
2.	FEBRUARY	OPEN
3.	MARCH	OPEN
4.	APRIL	OPEN
5.	MAY	OPEN
6.	JUNE	OPEN
7.	JULY	OPEN
8.	AUGUST	OPEN
9.	SEPTEMBER	OPEN
10.	OCTOBER	OPEN
11.	NOVEMBER	OPEN
12.	DECEMBER	OPEN

Point Foundation
Income Statement
1 Month(s) Ended
JANUARY 31, 1991

INCOME STATEMENT

	Current Period Amount	%	Year To Date Amount	%
SALES & ROYALTY INCOME:				
Sales - Subscriptions	52,169.70	75.74	52,169.70	75.74
Sales - Back Issues	1,766.80	2.57	1,766.80	2.57
Sales - Direct Distribution	6,413.00	9.31	6,413.00	9.31
Sales - Postcards	92.38	0.13	92.38	0.13
EWEC Income	391.70	0.57	391.70	0.57
Best of CQ Income	33.00	0.05	33.00	0.05
Signal Book Income	140.00	0.20	140.00	0.20
Fringes Income	146.00	0.21	146.00	0.21
CD-ROM Income	153.00	0.22	153.00	0.22
Ecolog income	2,303.63	3.34	2,303.63	3.34
INCOME SUBTOTAL	63,609.21	92.35	63,609.21	92.35
OTHER INCOME:				
Chronicle Income	2,750.00	3.99	2,750.00	3.99
Unclassifieds	1,098.75	1.60	1,098.75	1.60
Contributions	447.00	0.65	447.00	0.65
Interest Income	973.45	1.41	973.45	1.41
TOTAL OTHER INCOME	5,269.20	7.65	5,269.20	7.65
TOTAL REVENUE	68,878.41	100.00	68,878.41	100.00
COST OF SALES:				
Circulation Salaries	-1,918.89	-2.79	-1,918.89	-2.79
Sub Fulfillment	-31.32	-0.05	-31.32	-0.05
MacSub Fulfillment	-232.78	-0.34	-232.78	-0.34
MacSub Fulfillment-Salaries	-2,224.75	-3.23	-2,224.75	-3.23
Misc Circ Promo	-163.88	-0.24	-163.88	-0.24
Renewals	-2,063.13	-3.00	-2,063.13	-3.00
Credit Card Discount	-287.57	-0.42	-287.57	-0.42
Mailing List Fulfill	-383.74	-0.56	-383.74	-0.56
Editorial Salaries	-3,866.44	-5.61	-3,866.44	-5.61
Editorial OPS	-2,205.62	-3.20	-2,205.62	-3.20
Writers/Contributors	-850.00	-1.23	-850.00	-1.23
Misc Edit Expenses	-86.06	-0.12	-86.06	-0.12
Pre-Press	-418.50	-0.61	-418.50	-0.61
Research Salaries	-688.51	-1.00	-688.51	-1.00
Research Expense	-97.00	-0.14	-97.00	-0.14
Production Salaries	-7,461.95	-10.83	-7,461.95	-10.83
Outside Production Work	-580.90	-0.84	-580.90	-0.84
Production Supplies	-398.53	-0.58	-398.53	-0.58
Restoration Book Salaries	-997.70	-1.45	-997.70	-1.45
Buy Best of CQ's	-170.73	-0.25	-170.73	-0.25
Book promo: salaries	-82.88	-0.12	-82.88	-0.12
Chronicle Expenses	-2,295.00	-3.33	-2,295.00	-3.33
TOTAL COST OF SALES	27,505.88	39.93	27,505.88	39.93
GROSS MARGIN	41,372.53	60.07	41,372.53	60.07
GENERAL & ADMINIST. EXPENSE:				

Point Foundation
Income Statement
1 Month(s) Ended
JANUARY 31, 1991

	Current Period Amount	Current Period %	Year To Date Amount	Year To Date %
Office Salaries	-3,009.01	-4.37	-3,009.01	-4.37
Pub/Admin Salaries	-1,032.75	-1.50	-1,032.75	-1.50
Pub/Admin Pre-Project	-1,331.76	-1.93	-1,331.76	-1.93
Executive Director Salary	-2,916.66	-4.23	-2,916.66	-4.23
Insurance - Workers Comp	180.74	0.26	180.74	0.26
Insurance - Other	-319.65	-0.46	-319.65	-0.46
Paid Vacation Expense	-102.00	-0.15	-102.00	-0.15
Taxes - Payroll	-2,104.38	-3.06	-2,104.38	-3.06
Office/Computer Supplies	-486.92	-0.71	-486.92	-0.71
Equip Rent/Maint/Spls	-441.17	-0.64	-441.17	-0.64
Telephone	-1,028.91	-1.49	-1,028.91	-1.49
Postage	-727.84	-1.06	-727.84	-1.06
Fax fees	-1.00	0.00	-1.00	0.00
Rent + Bldg Maint:	-3,269.30	-4.75	-3,269.30	-4.75
Container Rent	-220.00	-0.32	-220.00	-0.32
Maintenance	-135.00	-0.20	-135.00	-0.20
Utilities	14.10	0.02	14.10	0.02
Legal/Profsl/Copyright	-196.35	-0.29	-196.35	-0.29
Interest + Penalties	-134.45	-0.20	-134.45	-0.20
Bank Service Fees	-32.00	-0.05	-32.00	-0.05
Misc Pub/Admin Expenses	-124.00	-0.18	-124.00	-0.18
Misc Expense	-465.42	-0.68	-465.42	-0.68
TOTAL GEN. & ADMIN. EXPENSE	17,883.73	25.96	17,883.73	25.96
CHANGE IN FUND BALANCE	23,488.80	34.10	23,488.80	34.10